

**Monte D. Haynes**  
**SENIOR VICE PRESIDENT**  
**Development Management Services**

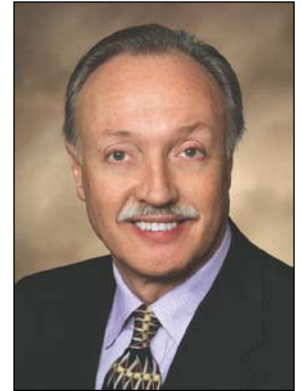
**Career Summary**

Over 35 years of experience in commercial development and construction in the Pacific Northwest. Prior to coming to GVA Kidder Mathews, Monte served as the director of development for one of Portland's most successful full service commercial real estate service providers. Prior to that, he spent 12 years as vice president of construction for one of Portland's largest commercial general contractors. Due to Monte's extensive knowledge of construction and real estate issues, he has been retained as an expert witness and claims consultant on many construction and development lawsuits. Monte is a member of the AAA Arbitrators Association as a registered Arbitrator and Mediator. His expertise is an accumulation of formal training and many years of experience.

Monte has been responsible for the development or construction management of over 300 new buildings. This includes single story to 11-story new building projects with a total value of over \$950 million. As a provider of development services, Monte has completed fourteen build-to-suit projects ranging in size from 35,000 SF to 102,000 SF, and many other additional speculative projects ranging in size from 70,000 SF to 301,000 SF. Monte has also been an integral part of the team, responsible for managing and selling over 271 acres of properties at Dawson Creek Park, as well as the purchase or sale of 33 buildings totaling over \$250 million in value.

Monte has substantial experience in all phases of the development process including site selection, financing, creation of proformas, scheduling, entitlements, value engineering, sustainable design practices, and, of course, negotiating and administering the design professionals' and general contractors' contracts. Monte has also been a featured speaker for a variety of groups on topics such as construction costs, the construction and development process, identifying and exceeding client's expectations, and use of mediation to settle construction disputes.

Monte received his Bachelor of Science in Mechanical Engineering in 1970 from Oregon State University.



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